RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 25, 1997

RJR Account #023880
Mr. D. Beaudet
ASSOCIATED GROCERS

SEPTEMBER WINSTON B2G2F LIGHTERS / PROMOTION #700649

Dear David:

WINSTON regular product has been ordered (see quantities listed below), as well as **59** skus of B2G2F Lighter Sleeves / Displays (Item #527552) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

UPC Code	WINSTON Brand Style	Case Size	#/ Cases
12300-11112	*Light*	12M	1
12300-11906	*Light Box*	6M	2
12300-11012	*Full Flavor*	12M	1
12300-11212	*Full Flavor Box*	12M	1

Product PO #G1369/DB; ***Displays***G1370/DB #7211-0540

Product / Premium Arrival:	**August 11, 1997**
Ship Date to Retail:	**Week of: August 25, 1997**
SKU CUBE:	**1.7150**
SKU WT (w/o Product):	**6.6200 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**4 Full Price Cartons**
EFT $ Amount:	**$2,836.68**
Non-EFT $ Amount:	**$N/A**

51859 6524

Source: https://www.industrydocuments.ucsf.edu/docs/pxfn0000

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-2-free-lighters sleeves. Two packs of Winston product should be placed into the sleeve. Consumer purchases two packs, receives two Winston 'No Bull' Lighters free.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$112.00 (4 case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: C. Deshanes
RJR / H. Battle

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

1638PRE.DOC

51859 6525

Source: https://www.industrydocuments.ucsf.edu/docs/pxfn0000

Source: https://www.industrydocuments.ucsf.edu/docs/pxfn0000

WHOLESALER : 023880 ASSOCIATED GROCERS OF <DIRECT>
TEMPLATE : 700649 70900 WIN SEP B2G LTRS
TEMPLATE SEQ : 0012
SALES LEVEL . 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
112204	112227	259388	GRANTS SUPERMARKET	ROUTE 302	GLEN	NH	03838	2			10188	(603)383-4282
112204	112227	755015	PATCH'S MARKETS INC	ROUTE 302	GLEN	NH	03838	2			10125	(603)383-9742
112206	112220	755837	DEEP MEADOW VARIETY	93 LINDEN AVE	EXETER	NH	03833	1				(603)778-1526
112208	112225	247422	NEW DURHAM GENERAL	3 OLD BAY RD	NEW DURHAM	NH	03855	1			10470	(603)859-5400
112208		740288	BRADBURY BROS QUICK	584 POOL ST	BIDDEFORD	ME	04005	1				(207)286-3022
112208	112225	743733	A&B MINIMART	RT 153	EAST WAKEFIELD	NH	03830	2				(603)522-3514
112604	112622	253338	DAIRY MART 2335	271 SPRING ST	MEDFORD	MA	02155	1		0205-1100		(617)391-7882
112605	112623	106764	ELM ST MARKET	178 ELM ST	EVERETT	MA	02149	3			90331	(617)387-5520
112805	112827	103306	VILLAGE KNOLL	107 W MAIN ST	MILLBURY	MA	01527	2			10353	(508)865-9290
112806	112825	755567	CHARLIES VARIETY	30 DOUGLAS ST	UXBRIDGE	MA	01569	3			90275	(508)278-7522
113006	113021	108119	BOSTON I STORE	410 HANOVER ST	BOSTON	MA	02113	1			90328	(617)523-4056
113007	113025	759000	CHARTLEY COUNTRY ST	319-B TREMONT STR	REHOBOTH	MA	02769	1			90083	(508)226-4215
162301	162323	113967	KEELER BAY VARIETY	RT 2	SOUTH HERO	VT	05486	1				(802)372-4465
162301	162323	623843	A AND B BEVERAGE	ROUTE #2	GRAND ISLE	VT	05458	1			90433	(802)372-4531
163801	163826	104991	BOB'S KWIK CHEK	S. MAIN ST. ROUTE	PLYMOUTH	NH	03264	1			90512	(603)536-1880
163801	163827	105247	TOP-OF-THE-HILL STO	ROUTE 135-DALTON	WHITEFIELD	NH	03598	2			90061	(603)837-9153
163801		105252	VILLAGE GROCERY	MAIN ST	BETHLEHEM	NH	03574	1			10281	(603)869-2201
163801		310933	MARTY'S 1ST STOP	RTE. 2	DANVILLE	VT	05828	1				(802)684-2574
163801	163827	613485	PATTERSON GROCERY	ROUTE 10	ORFORD	NH	03777	2			90442	(603)353-4703
163801	163827	633097	MARTIN'S FOOD BASKE	21 JEFFERSON RD	WHITEFIELD	NH	03598	1			10057	(603)837-2646
163801	163826	755134	TENNEY MT.KWIK-CHEC	TENNEY MTN RD	PLYMOUTH	NH	03264	2			90513	(603)536-3352
163801	163827	755242	PROCTORS STORE	RT 4A	ENFIELD CENTER	NH	03749	1			10240	(603)632-4638
163802	163822	724665	SILVAMART	738 ELM STREET	MILFORD	NH	03055	2			10194	(603)673-9083
163803	163821	075253	T-BIRD MINI MART	ROUTE #202	ANTRIM	NH	03440	2		5486-0000	90627	(603)588-6893
163803	163821	104143	CARRS STORE	RT 101	DUBLIN	NH	03444	1			90090	(603)563-8478
163803	163821	104145	WAYNOS FOOD MART	#10258	ANTRIM	NH	03440	1				(603)588-6363
163803	163821	104413	DELAY INC. #349	ROUTE 31	GREENFIELD	NH	03047	2			10349	(603)547-3414
163804	163825	031254	FOOD STOP	209 RIVER ST	SPRINGFIELD	VT	05156	2		2438-0000		(802)885-5310
163804	163825	044708	T-BIRD MINI MART	24 ROCKINGHAM ST	BELLOWS FALLS	VT	05101	1		5486-0000	90625	(802)463-4008
163804	163825	104119	RALPHS SUPER	MAIN ST	CHARLESTOWN	NH	03603	1			10182	(603)826-3312
163804	163827	114265	FOOD STOP	RTE 5	WHITE RIV JCT	VT	05001	1		2438-0000		(802)295-7529
163804	163827	227654	FOODSTOP	RTE. 12A, EXIT 20	WEST LEBANON	NH	03784	1		2438-0000		(603)298-7923
163804	163827	542332	FOODSTOP	89 MAIN ST	WEST LEBANON	NH	03784	2		2438-0000		(603)298-6842
163804	163826	702881	LIBERTY ROCK COUNTR	RR 1 BOX 8	GRAFTON	NH	03240	1				(603)523-7309
163804	163825	907480	T-BIRD MINI MART	50 CLINTON ST	SPRINGFIELD	VT	05156	3		5486-0000	90263	(802)885-3386
163805	163820	318158	CUSTEAUS MKT	RT 111 SHOPPERS V	EAST HAMPSTEAD	NH	03826	2			10465	(603)382-5478
163806	163826	104993	BOBS SUREFINE	MAIN ST	ASHLAND	NH	03217	2				(603)968-7781
163807	163823	104284	TEMPLE FOOD MART	121 BAKER ST	MANCHESTER	NH	03103	1			10145	(603)622-3753
163809	163829	290293	HALL'S HANDY MART	13 MILL ST	HARDWICK	VT	05843	1			90215	(802)472-6677

PAGE BREAK TOTAL ACCOUNTS 39 TOTAL QUANTITY 59

TEMPLATE TOTAL ACCOUNTS 39 TOTAL QUANTITY 59

51859 6527

Source: https://www.industrydocuments.ucsf.edu/docs/pxfn0000